



Deloitte.

Winery Solutions and Services

GET STARTED



Decant the possibilities

01

Welcome 3

02

Business challenges 4

03

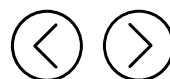
Our answer 5

04

Why Deloitte? 6

05

Contact us 8





01

WELCOME

Decant the possibilities: Winery Solutions and Services

Weather change, enhance growth

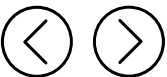
You helped build your winery from the roots up. To position the business for the future, you'll need new thinking that can take you from now to next. That means everything from customer experiences to cybersecurity, accounting to M&A, and taxes to technology. Explore how Deloitte's broad approach can help you transform your winery into a scalable business that is resilient to industry disruption.

Winery solutions and services

Digital solutions and services



- 01 Welcome
- 02 Business challenges
- 03 Our answer
- 04 Why Deloitte?
- 05 Contact us



- Home icon
- 01
- 02
- 03
- 04
- 05

BUSINESS CHALLENGES

Old vines, new challenges

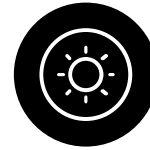
As you look to the future, a confluence of changes can lead to new opportunities:



Changing consumer preferences could usher in direct-to-consumer (DTC) sales and loyalty strategies



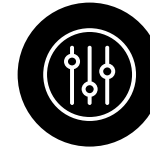
Changing regulations call for rock-solid compliance strategies



Changing climates necessitate innovative approaches to managing risk and preserving cash flow



Changing economic opportunities open the door to brand expansion, increased revenue, and new tax considerations



Changing technologies enable reduced costs, greater efficiencies, and more insight into data—but require elevated security

OUR ANSWER

A compelling cluster of solutions and services

Deloitte provides industry-leading audit, consulting, tax, and advisory services to many of the world's most admired brands, including nearly 90% of the Fortune 500® and more than 8,000 private companies. Our winery solutions and services are aligned to your business priorities—so you can embrace emerging opportunities and walk confidently toward a bright future:

Increasing revenue

We can help you uncork new possibilities for DTC acquisition, conversion, and transition with Winery Direct-to-Consumer™, our powerful e-commerce, marketing, and service platform

Reducing expenses while enhancing decision-making

With Winery Digital™, we offer an integrated solution that synthesizes your wine production, DTC, and ERP systems to deliver deeper insights earlier

Expanding domestically and internationally

Our M&A, SPACs, and Public Markets services help you map the path ahead and prepare your organization for what's over the horizon

Assisting with governance and compliance efforts

We offer specialized assistance to help you with challenges like financial reporting, corporate governance, and federal and state regulatory compliance

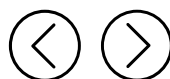
Taking a strategic approach to tax planning

We'll help you navigate the changing tax landscape and the impact on your business and assets

Securing the enterprise

We help organizations create a cyber-minded culture and become stronger, faster, more innovative, and more resilient in the face of persistent and ever-changing cyberthreats

- 01 Welcome
- 02 Business challenges
- 03 Our answer
- 04 Why Deloitte?
- 05 Contact us



01

02

03

04

05



04

WHY DELOITTE?

We offer a blend of passion, experience, and know-how

Committed to social values

From sustainability, climate, and equity to diversity and inclusion—we are committed to social values and have a pledge to excellence.

Demonstrated experience

We have been serving the wine industry for more than four decades, so we understand the uniqueness of the industry and what it takes to operate a successful winery.

Built for business

Whether it's globalization; supply chain; compliance; regulatory; environmental, social and governance (ESG); M&A or security, we can provide insights and perspectives on the topics that matter most to your business.

Powered by passion and commitment

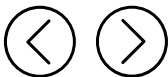
We have more than 700 professionals focused on serving clients in the wine industry, many of whom are former wine industry regulators, sommeliers, winery owners, CFOs, winemakers, M&A specialists, and entrepreneurs.

From terroir to table

We can help you automate and modernize your operations for better efficiency and data visibility, and assist your business across the oenological ecosystem.

- 01 Welcome
- 02 Business challenges
- 03 Our answer
- 04 Why Deloitte?
- 05 Contact us

- Home icon
- 01
- 02
- 03
- 04 (highlighted)
- 05



“Wineries are unique businesses. Not only in structure and culture, but also in their ability to be nimble, show resiliency, and support their communities, even when what lies ahead may be uncertain. Our services help our customers address today’s challenges and tomorrow’s opportunities so they can focus on doing what they love most: making the world’s best wine.”

—MICHAEL JUERGENS
Certified Sommelier
Practice leader, Winery Solutions and Services
Deloitte & Touche LLP

- 01 Welcome
- 02 Business challenges
- 03 Our answer
- 04 Why Deloitte?
- 05 Contact us



01

02

03

04

05





05

CONTACT US

Cheers to a bright future!

Let's pull up a chair and talk about how our insight can help you drive your performance.



Michael Juergens
Practice leader
Winery Solutions and Services
Deloitte & Touche LLP
michaelj@deloitte.com



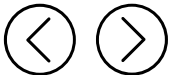
Stuart Newton
US Business Development Leader
Winery Solutions and Services
Deloitte Services LP
snewton@deloitte.com



Betsy Besanceney
US Leader
Winery Solutions and Services
Deloitte & Touche LLP
bbesanceney@deloitte.com

- 01 Welcome
- 02 Business challenges
- 03 Our answer
- 04 Why Deloitte?
- 05 Contact us

- Home icon
- 01
- 02
- 03
- 04
- 05 (highlighted)





The services described herein are illustrative in nature and are intended to demonstrate our experience and capabilities in these areas; however, due to independence restrictions that may apply to audit clients (including affiliates) of Deloitte & Touche LLP, we may be unable to provide certain services based on individual facts and circumstances.

As used in this document, 'Deloitte' means Deloitte & Touche LLP, which provides audit, assurance, and risk and financial advisory services and Deloitte Consulting LLP, which provides strategy, operations, technology, systems, outsourcing and human capital consulting services. These entities are separate subsidiaries of Deloitte LLP. Please see www.deloitte.com/us/about for a detailed description of our legal structure. Certain services may not be available to attest clients under the rules and regulations of public accounting

This document contains general information only and Deloitte is not, by means of this document, rendering accounting, business, financial, investment, legal, tax, or other professional advice or services. This document is not a substitute for such professional advice or services, nor should it be used as a basis for any decision or action that may affect your business. Before making any decision or taking any action that may affect your business, you should consult a qualified professional advisor. Deloitte shall not be responsible for any loss sustained by any person who relies on this document.

Copyright © 2022 Deloitte Development LLC. All rights reserved.

